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POTASH & PHOSPHATE INSTITUTE
POTASH REPORT SUMMARY
(Short Tons K2O)

PR 0289
APRIL 11, 1989

FEBRUARY

| | CANADIAN PRODUCERS | | | UNITED STATES PRODUCERS | | | TOTAL CANADIAN & U.S. PRODUCERS | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1989 | 1988 | Change % | 1989 | 1988 | Change % | 1989 | 1988 | Change % |
| Beginning Inventory | 1,695,458 | 1,007,452 | 68.3% | 285,101 | 193,052 | 47.7% | 1,980,559 | 1,200,504 | 65.0% |
| (+) Production | 710,982 | 807,097 | -11.9% | 131,809 | 134,280 | -1.8% | 842,791 | 941,377 | -10.5% |
| (-) Ending Inventory | 1,913,728 | 1,120,420 | 70.8% | 321,033 | 202,661 | 58.4% | 2,234,761 | 1,323,081 | 68.9% |
| (=) Total Disappearance | 492,712 | 694,129 | -29.0% | 95,877 | 124,671 | -23.1% | 588,589 | 818,800 | -28.1% |
| (-) Exports | 203,311 | 338,926 | -40.0% | 21,830 | 41,359 | -47.2% | 225,141 | 380,285 | -40.8% |
| (=) Disappearance-Canada & United States | 289,401 | 355,203 | -18.5% | 74,047 | 83,312 | -11.1% | 363,448 | 438,515 | -17.1% |

EIGHT MONTHS (JULY - FEBRUARY) OF THE FERTILIZER YEAR

| | CANADIAN PRODUCERS | | | UNITED STATES PRODUCERS | | | TOTAL CANADIAN & U.S. PRODUCERS | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1988/89 | '87/88 | Change % | 1988/89 | '87/88 | Change % | 1988/89 | '87/88 | Change % |
| Beginning Inventory | 1,306,920 | 1,259,676 | 3.8% | 160,093 | 219,620 | -27.1% | 1,467,013 | 1,479,296 | - .8% |
| (+) Production | 5,815,585 | 5,242,414 | 10.9% | 1,075,775 | 981,543 | 9.6% | 6,891,360 | 6,223,957 | 10.7% |
| (-) Ending Inventory | 1,913,728 | 1,120,420 | 70.8% | 321,033 | 202,661 | 58.4% | 2,234,761 | 1,323,081 | 68.9% |
| (=) Total Disappearance | 5,208,777 | 5,381,670 | -3.2% | 914,835 | 998,502 | -8.4% | 6,123,612 | 6,380,172 | -4.0% |
| (-) Exports | 2,327,828 | 2,332,296 | - .2% | 308,869 | 365,446 | -15.5% | 2,636,697 | 2,697,742 | -2.3% |
| (=) Disappearance-Canada & United States | 2,880,949 | 3,049,374 | -5.5% | 605,966 | 633,056 | -4.3% | 3,486,915 | 3,682,430 | -5.3% |

MONTH-END INVENTORIES - CANADIAN AND U.S. PRODUCERS
(000's Short Tons K2O)

| | JUL | AUG | SEP | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUN |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| FY 1988/89 | 1,406 | 1,261 | 1,491 | 1,636 | 1,774 | 1,760 | 1,981 | 2,235 | | | | |
| FY 1987/88 | 1,235 | 1,210 | 1,206 | 1,341 | 1,551 | 1,411 | 1,200 | 1,323 | 1,552 | 1,459 | 1,467 | 1,467 |

POTASH & PHOSPHATE INSTITUTE
REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
TOTAL BY U. S. AND CANADIAN PRODUCERS
(Short Tons K2O)

FEBRUARY 1989

| | PRODUCTION | | | ENDING INVENTORY February-28 | | | | DISAPPEARANCE | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | 1989 | FEB | 1988 | MINE SITE | OFFSITE | 1989 | 1988 | 1989 | FEB | 1988 |
| MURIATE | | | | | | | | | | |
| Special Standard | 22,499 | | 17,933 | 22,529 | 9,740 | 32,269 | 34,562 | 6,265 | | 29,641 |
| Standard | 231,810 | | 292,538 | 414,719 | 156,413 | 571,132 | 425,061 | 229,823 | | 303,744 |
| Chemical | 14,470 | | 7,717 | 6,758 | 4,816 | 11,574 | 12,749 | 10,768 | | 6,037 |
| Coarse | 240,342 | | 245,080 | 273,983 | 489,204 | 763,187 | 279,442 | 107,916 | | 160,320 |
| Granular | 250,775 | | 295,939 | 370,440 | 267,041 | 637,481 | 427,382 | 176,911 | | 247,754 |
| Soluble | 59,674 | | 60,737 | 70,656 | 94,859 | 165,515 | 103,063 | 33,245 | | 49,347 |
| Sulphates | 23,221 | | 21,433 | 33,339 | 20,264 | 53,603 | 40,822 | 23,661 | | 21,957 |
| TOTAL: | 842,791 | | 941,377 | 1,192,424 | 1,042,337 | 2,234,761 | 1,323,081 | 588,589 | | 818,800 |

| | AGRICULTURAL SALES | | | | | | NON-AGRICULTURAL SALES | | | | | | TOTAL AG & NON-AG SALES | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | U.S. & CANADA | | | EXPORTS | | | U.S. & CANADA | | | EXPORTS | | | FEBRUARY | |
| | 1989 | FEB | 1988 | 1989 | FEB | 1988 | 1989 | FEB | 1988 | 1989 | FEB | 1988 | 1989 | 1988 |
| MURIATE | | | | | | | | | | | | | | |
| Special Std | - | | 15 | 6,256 | | 23,158 | - | | - | - | | - | 6,256 | 23,173 |
| Standard | 30,284 | | 46,682 | 160,612 | | 230,735 | 20,364 | | 23,785 | 344 | | - | 211,604 | 301,202 |
| Chemical | - | | - | - | | - | 7,077 | | 4,282 | 171 | | 313 | 7,248 | 4,595 |
| Coarse | 121,947 | | 129,420 | 15,917 | | 45,382 | - | | - | - | | - | 137,864 | 174,802 |
| Granular | 117,350 | | 160,151 | 28,061 | | 64,345 | - | | - | - | | - | 145,411 | 224,496 |
| Soluble | 20,128 | | 30,553 | 7,044 | | 6,692 | 9,787 | | 9,973 | - | | 5,022 | 36,959 | 52,240 |
| Sulphates | 16,887 | | 17,023 | 6,736 | | 4,610 | 442 | | 523 | - | | 28 | 24,065 | 22,184 |
| TOTAL: | 306,596 | | 383,844 | 224,626 | | 374,922 | 37,670 | | 38,563 | 515 | | 5,363 | 569,407 | 802,692 |

POTASH & PHOSPHATE INSTITUTE
REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY CANADIAN PRODUCERS
(Short Tons K2O)

FEBRUARY 1989

| | PRODUCTION | | ENDING INVENTORY February 28 | | | | DISAPPEARANCE | |
|---|---|---|---|---|---|---|---|---|
| | 1989 FEB | 1988 | MINE SITE | OFFSITE | 1989 | 1988 | 1989 FEB | 1988 |
| MURIATE | | | | | | | | |
| Special Standard | 22,499 | 17,933 | 22,529 | 9,740 | 32,269 | 34,562 | 6,265 | 29,641 |
| Standard | 191,695 | 252,308 | 286,525 | 156,412 | 442,937 | 365,946 | 203,528 | 262,640 |
| Chemical | 13,885 | 7,203 | 5,922 | 4,816 | 10,738 | 11,221 | 10,008 | 5,620 |
| Coarse | 226,300 | 232,944 | 250,885 | 489,204 | 740,089 | 275,074 | 92,051 | 148,427 |
| Granular | 199,994 | 241,839 | 265,853 | 265,012 | 530,865 | 337,393 | 150,000 | 201,865 |
| Soluble | 56,609 | 54,870 | 61,971 | 94,859 | 156,830 | 96,224 | 30,860 | 45,936 |
| TOTAL: | 710,982 | 807,097 | 893,685 | 1,020,043 | 1,913,728 | 1,120,420 | 492,712 | 694,129 |

| | AGRICULTURAL SALES | | | | NON-AGRICULTURAL SALES | | | | TOTAL AG & NON-AG SALES | |
|---|---|---|---|---|---|---|---|---|---|---|
| | U.S. & CANADA | | EXPORTS | | U.S. & CANADA | | EXPORTS | | FEBRUARY | |
| | 1989 FEB | 1988 | 1989 FEB | 1988 | 1989 FEB | 1988 | 1989 FEB | 1988 | 1989 | 1988 |
| MURIATE | | | | | | | | | | |
| Special Std | - | 15 | 6,256 | 23,158 | - | - | - | - | 6,256 | 23,173 |
| Standard | 13,162 | 34,325 | 158,757 | 215,189 | 10,695 | 10,925 | 12 | - | 182,626 | 260,439 |
| Chemical | - | - | - | - | 6,361 | 3,865 | 151 | 313 | 6,512 | 4,178 |
| Coarse | 113,398 | 117,599 | 9,095 | 46,773 | - | - | - | - | 122,493 | 164,372 |
| Granular | 95,344 | 136,061 | 21,996 | 41,834 | - | - | - | - | 117,340 | 177,895 |
| Soluble | 18,601 | 28,181 | 7,044 | 6,692 | 9,107 | 8,988 | - | 4,967 | 34,752 | 48,828 |
| TOTAL: | 240,505 | 316,181 | 203,148 | 333,646 | 26,163 | 23,778 | 163 | 5,280 | 469,979 | 678,885 |

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REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY U. S. PRODUCERS
(Short Tons K2O)

FEBRUARY 1989

| | PRODUCTION | | ENDING INVENTORY February 28 | | | | DISAPPEARANCE | |
|---|---|---|---|---|---|---|---|---|
| | 1989 FEB | 1988 | MINE SITE | OFFSITE | 1989 | 1988 | 1989 FEB | 1988 |
| MURIATE | | | | | | | | |
| Standard | 40,115 | 40,230 | 128,194 | 1 | 128,195 | 59,115 | 26,295 | 41,104 |
| Chemical | 585 | 514 | 836 | - | 836 | 1,528 | 760 | 417 |
| Coarse | 14,042 | 12,136 | 23,098 | - | 23,098 | 4,368 | 15,865 | 11,893 |
| Granular | 50,781 | 54,100 | 104,587 | 2,029 | 106,616 | 89,989 | 26,911 | 45,889 |
| Soluble | 3,065 | 5,867 | 8,685 | - | 8,685 | 6,839 | 2,385 | 3,411 |
| Sulphates | 23,221 | 21,433 | 33,339 | 20,264 | 53,603 | 40,822 | 23,661 | 21,957 |
| TOTAL: | 131,809 | 134,280 | 298,739 | 22,294 | 321,033 | 202,661 | 95,877 | 124,671 |

| | AGRICULTURAL SALES | | | | NON-AGRICULTURAL SALES | | | | TOTAL AG & NON-AG SALES FEBRUARY | |
|---|---|---|---|---|---|---|---|---|---|---|
| | U.S. & CANADA | | EXPORTS | | U.S. & CANADA | | EXPORTS | | | |
| | 1989 FEB | 1988 | 1989 FEB | 1988 | 1989 FEB | 1988 | 1989 FEB | 1988 | 1989 | 1988 |
| MURIATE | | | | | | | | | | |
| Standard | 17,122 | 12,357 | 1,855 | 15,546 | 9,669 | 12,860 | 332 | - | 28,978 | 40,763 |
| Chemical | - | - | - | - | 716 | 417 | 20 | - | 736 | 417 |
| Coarse | 8,549 | 11,821 | 6,822 | -1,391 | - | - | - | - | 15,371 | 10,430 |
| Granular | 22,006 | 24,090 | 6,065 | 22,511 | - | - | - | - | 28,071 | 46,601 |
| Soluble | 1,527 | 2,372 | - | - | 680 | 985 | - | 55 | 2,207 | 3,412 |
| Sulphates | 16,887 | 17,023 | 6,736 | -4,610 | 442 | 523 | - | 28 | 24,065 | 22,184 |
| TOTAL: | 66,091 | 67,663 | 21,478 | 41,276 | 11,507 | 14,785 | 352 | 83 | 99,428 | 123,807 |